

Sent Via Electronic Mail

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August 29, 1996

TO: ROU #1210 #1310
 #1710 #2110
 #2910
(Please distribute to all personnel)

RE: F.A. Davis & Sons, Inc.
Baltimore, MD/Ashland, VA

Sales		Retail
1221		1222
1222		1223
1223		1228
1224		1229
1225		ROM
1226		PC
1229		MC
1240		SC
1244		PA
	RSM	RBM

Ladies and Gentlemen:

As information, we wanted to provide an update on activities with F.A. Davis & Sons, Inc. as we proceed into September:

➤ New Account Numbers

- F.A. Davis, Paca Street, and MD-VA-NC Wholesalers, Cabot Drive will consolidate into (1) warehouse at Cabot Drive, effective 9/16. As of Monday, September 2nd, this branch will begin utilizing F.A. Davis Code Numbers on *all* brands.

Effective September 16, the Cabot Drive location will be recognized as **F.A. Davis & Sons, Inc. Account #729770.**

- As of September 16, the Ashland Branch will also change name to **F.A. Davis & Sons, Inc., Account #729900.** The current Code Numbers (formerly Eli Witt #s) will remain in effect until further notice.

Important Note to ROUs -- Please ensure all Primary, Secondary and VAP Numbers are updated to reflect account number changes.

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➤ **Pilot Private Label Brand**

- F.A. Davis & Sons has approved continuation of our \$1.00 per carton off-invoice promotion on all cartons of Pilot styles through December 31, 1996.

➤ **Stickering Program**

- Program specifics/guidelines for the Cabot Drive location will be communicated by October 1.

We hope the above information is helpful to your efforts at retail. Should you encounter any problems or have any questions during this transition, please feel free to contact me.

Sincerely,
Reese
R.P. Stanley
KAM #2940

RPS:jk
cc: RSMs
KAM J.M. Birlin

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